

EXPORT AUTOS DESPITE WARS

During 1916, United States
Shipped 80,850 Vehicles
Worth \$96,595,861.

Last year the American automobile industry maintained its record of expanding, despite unexpected obstacles. During the year Great Britain and Italy prohibited the importation of automobiles and France raised the duty on them to 10 percent. Freight congestion at Russian ports made it almost impossible to ship cars and trucks to that country except for government use. At the same time ocean freight rates were abnormally high and cargo space to Europe and the far east very difficult to obtain.

Despite these obstacles, which cut off most of the European market for private motor cars—the best previous market of the American industry—the United States exported last year 80,850 motor vehicles, aggregating \$96,595,861. This was an increase of 16,892 vehicles over 1915, and an increase in value of exports for the year of \$1,111,468.

There was a decrease in exports of trucks from 22,684, valued at \$59,525,263, in 1915, to 18,893, valued at \$42,274, in 1916. But the shipments of passenger cars to foreign countries increased from 41,864, worth \$25,945,996, in 1915 to 42,542 cars, worth \$45,725,871, last year.

In addition to complete vehicles, here were exported in 1916 automobile parts to the value of \$24,001,060, tires worth \$5,211,943, and automobile engines to the value of \$2,480,610, making a grand total of \$125,239,514, as compared with \$125,296,558 the previous year.

Only ten other grand divisions of American exports exceeded in value the automobile exports last year. All other kinds of vehicles—steam and electric are and locomotives, carriages, motor cycles, wagons, bicycles and airplanes—amounted to only \$43,668,245. Shipments of horses and mules were valued at \$20,743,774.

France was the largest buyer of our motor vehicles last year, to the value of \$12,357,948, mostly trucks. England's purchases, amounting to \$8,841,615, and also mostly trucks, were half as large as in 1915. Sales to all other European countries decreased from \$22,490,726 in 1915 to \$19,187,187 last year. European Russia was the third most liberal customer in Europe, taking \$8,516,957, representing government purchases almost exclusively.

Canada was a good motor taking cars to the value of \$65,260, very nearly double her 1915 share and almost equal to the rest of the western hemisphere combined (\$5,567,167).

The Antipodes was a big market, also. Australia bought cars to the value of \$5,727,223; the Irish East Indies \$3,559,372, and off Asia and Oceania \$10,847,985. The other side of the globe is a far market than the new world except of the United States, and ranks second only to Europe. This is due only to the fact that it is populated largely by persons of European native descent, principally speaking the English language.

France was the largest buyer of our motor vehicles last year, to the value of \$12,357,948, mostly trucks. England's purchases, amounting to \$8,841,615, and also mostly trucks, were half as large as in 1915. Sales to all other European countries decreased from \$22,490,726 in 1915 to \$19,187,187 last year. European Russia was the third most liberal customer in Europe, taking \$8,516,957, representing government purchases almost exclusively.

Canada was a good motor taking cars to the value of \$65,260, very nearly double her 1915 share and almost equal to the rest of the western hemisphere combined (\$5,567,167).

The Antipodes was a big market, also. Australia bought cars to the value of \$5,727,223; the Irish East Indies \$3,559,372, and off Asia and Oceania \$10,847,985. The other side of the globe is a far market than the new world except of the United States, and ranks second only to Europe. This is due only to the fact that it is populated largely by persons of European native descent, principally speaking the English language.

France was the largest buyer of our motor vehicles last year, to the value of \$12,357,948, mostly trucks. England's purchases, amounting to \$8,841,615, and also mostly trucks, were half as large as in 1915. Sales to all other European countries decreased from \$22,490,726 in 1915 to \$19,187,187 last year. European Russia was the third most liberal customer in Europe, taking \$8,516,957, representing government purchases almost exclusively.

Canada was a good motor taking cars to the value of \$65,260, very nearly double her 1915 share and almost equal to the rest of the western hemisphere combined (\$5,567,167).

The Antipodes was a big market, also. Australia bought cars to the value of \$5,727,223; the Irish East Indies \$3,559,372, and off Asia and Oceania \$10,847,985. The other side of the globe is a far market than the new world except of the United States, and ranks second only to Europe. This is due only to the fact that it is populated largely by persons of European native descent, principally speaking the English language.

France was the largest buyer of our motor vehicles last year, to the value of \$12,357,948, mostly trucks. England's purchases, amounting to \$8,841,615, and also mostly trucks, were half as large as in 1915. Sales to all other European countries decreased from \$22,490,726 in 1915 to \$19,187,187 last year. European Russia was the third most liberal customer in Europe, taking \$8,516,957, representing government purchases almost exclusively.

Canada was a good motor taking cars to the value of \$65,260, very nearly double her 1915 share and almost equal to the rest of the western hemisphere combined (\$5,567,167).

The Antipodes was a big market, also. Australia bought cars to the value of \$5,727,223; the Irish East Indies \$3,559,372, and off Asia and Oceania \$10,847,985. The other side of the globe is a far market than the new world except of the United States, and ranks second only to Europe. This is due only to the fact that it is populated largely by persons of European native descent, principally speaking the English language.

France was the largest buyer of our motor vehicles last year, to the value of \$12,357,948, mostly trucks. England's purchases, amounting to \$8,841,615, and also mostly trucks, were half as large as in 1915. Sales to all other European countries decreased from \$22,490,726 in 1915 to \$19,187,187 last year. European Russia was the third most liberal customer in Europe, taking \$8,516,957, representing government purchases almost exclusively.

Canada was a good motor taking cars to the value of \$65,260, very nearly double her 1915 share and almost equal to the rest of the western hemisphere combined (\$5,567,167).

The Antipodes was a big market, also. Australia bought cars to the value of \$5,727,223; the Irish East Indies \$3,559,372, and off Asia and Oceania \$10,847,985. The other side of the globe is a far market than the new world except of the United States, and ranks second only to Europe. This is due only to the fact that it is populated largely by persons of European native descent, principally speaking the English language.

France was the largest buyer of our motor vehicles last year, to the value of \$12,357,948, mostly trucks. England's purchases, amounting to \$8,841,615, and also mostly trucks, were half as large as in 1915. Sales to all other European countries decreased from \$22,490,726 in 1915 to \$19,187,187 last year. European Russia was the third most liberal customer in Europe, taking \$8,516,957, representing government purchases almost exclusively.

Canada was a good motor taking cars to the value of \$65,260, very nearly double her 1915 share and almost equal to the rest of the western hemisphere combined (\$5,567,167).

The Antipodes was a big market, also. Australia bought cars to the value of \$5,727,223; the Irish East Indies \$3,559,372, and off Asia and Oceania \$10,847,985. The other side of the globe is a far market than the new world except of the United States, and ranks second only to Europe. This is due only to the fact that it is populated largely by persons of European native descent, principally speaking the English language.

France was the largest buyer of our motor vehicles last year, to the value of \$12,357,948, mostly trucks. England's purchases, amounting to \$8,841,615, and also mostly trucks, were half as large as in 1915. Sales to all other European countries decreased from \$22,490,726 in 1915 to \$19,187,187 last year. European Russia was the third most liberal customer in Europe, taking \$8,516,957, representing government purchases almost exclusively.

Canada was a good motor taking cars to the value of \$65,260, very nearly double her 1915 share and almost equal to the rest of the western hemisphere combined (\$5,567,167).

The Antipodes was a big market, also. Australia bought cars to the value of \$5,727,223; the Irish East Indies \$3,559,372, and off Asia and Oceania \$10,847,985. The other side of the globe is a far market than the new world except of the United States, and ranks second only to Europe. This is due only to the fact that it is populated largely by persons of European native descent, principally speaking the English language.

France was the largest buyer of our motor vehicles last year, to the value of \$12,357,948, mostly trucks. England's purchases, amounting to \$8,841,615, and also mostly trucks, were half as large as in 1915. Sales to all other European countries decreased from \$22,490,726 in 1915 to \$19,187,187 last year. European Russia was the third most liberal customer in Europe, taking \$8,516,957, representing government purchases almost exclusively.

Canada was a good motor taking cars to the value of \$65,260, very nearly double her 1915 share and almost equal to the rest of the western hemisphere combined (\$5,567,167).

STYLE CHOSEN AS KEYNOTE OF 1917

COMFORT SECOND CHOICE IN POINTS

AUTOMOBILE TOPICS recently asked manufacturers to state their "selling points" in the order of their importance. Among gasoline car makers style is by long odds most highly regarded, scoring 13 votes for first place, and 22 votes for first, second and third combined. Comfort scored the same total for the three places, but was given first place only twice. Finish totaled 17 votes and takes third place. Power range fourth with a total of ten.

It is interesting to note that not a single maker regarded weight as entitled to place among the first three most important talking points. Service, also, does not stand high as a talking point, and ease of handling, which is related to comfort (at least as to the driver), is also far down the list.

The combined votes for style and finish are 39, whereas the combined votes for comfort and ease of handling are 27.

These figures may not prove anything, but they are interesting as showing the importance manufacturers attach to the "selling tip" of the present time.

Here is the record of votes cast for each "selling point" for first, second and third places:

Talking Point—	First	Second	3rd Total
Style	13	9	22
Comfort	3	9	22
Finish	3	9	17
Power	5	3	10
Maintenance	4	3	8
Design	1	3	9
Price	1	3	5
Goodwill	1	3	5
Ease of handling	1	3	2
Distribution	0	3	1
Service	0	3	0
Weight	0	0	0

70,774, in 1916. But the shipments of passenger cars to foreign countries increased from 41,864, worth \$25,945,996, in 1915 to 42,542 cars, worth \$45,725,871, last year.

In addition to complete vehicles, here were exported in 1916 automobile parts to the value of \$24,001,060, tires worth \$5,211,943, and automobile engines to the value of \$2,480,610, making a grand total of \$125,239,514, as compared with \$125,296,558 the previous year.

Only ten other grand divisions of American exports exceeded in value the automobile exports last year. All other kinds of vehicles—steam and electric are and locomotives, carriages, motor cycles, wagons, bicycles and airplanes—amounted to only \$43,668,245. Shipments of horses and mules were valued at \$20,743,774.

France was the largest buyer of our motor vehicles last year, to the value of \$12,357,948, mostly trucks. England's purchases, amounting to \$8,841,615, and also mostly trucks, were half as large as in 1915. Sales to all other European countries decreased from \$22,490,726 in 1915 to \$19,187,187 last year. European Russia was the third most liberal customer in Europe, taking \$8,516,957, representing government purchases almost exclusively.

Canada was a good motor taking cars to the value of \$65,260, very nearly double her 1915 share and almost equal to the rest of the western hemisphere combined (\$5,567,167).

The Antipodes was a big market, also. Australia bought cars to the value of \$5,727,223; the Irish East Indies \$3,559,372, and off Asia and Oceania \$10,847,985. The other side of the globe is a far market than the new world except of the United States, and ranks second only to Europe. This is due only to the fact that it is populated largely by persons of European native descent, principally speaking the English language.

France was the largest buyer of our motor vehicles last year, to the value of \$12,357,948, mostly trucks. England's purchases, amounting to \$8,841,615, and also mostly trucks, were half as large as in 1915. Sales to all other European countries decreased from \$22,490,726 in 1915 to \$19,187,187 last year. European Russia was the third most liberal customer in Europe, taking \$8,516,957, representing government purchases almost exclusively.

Canada was a good motor taking cars to the value of \$65,260, very nearly double her 1915 share and almost equal to the rest of the western hemisphere combined (\$5,567,167).

The Antipodes was a big market, also. Australia bought cars to the value of \$5,727,223; the Irish East Indies \$3,559,372, and off Asia and Oceania \$10,847,985. The other side of the globe is a far market than the new world except of the United States, and ranks second only to Europe. This is due only to the fact that it is populated largely by persons of European native descent, principally speaking the English language.

France was the largest buyer of our motor vehicles last year, to the value of \$12,357,948, mostly trucks. England's purchases, amounting to \$8,841,615, and also mostly trucks, were half as large as in 1915. Sales to all other European countries decreased from \$22,490,726 in 1915 to \$19,187,187 last year. European Russia was the third most liberal customer in Europe, taking \$8,516,957, representing government purchases almost exclusively.

Canada was a good motor taking cars to the value of \$65,260, very nearly double her 1915 share and almost equal to the rest of the western hemisphere combined (\$5,567,167).

The Antipodes was a big market, also. Australia bought cars to the value of \$5,727,223; the Irish East Indies \$3,559,372, and off Asia and Oceania \$10,847,985. The other side of the globe is a far market than the new world except of the United States, and ranks second only to Europe. This is due only to the fact that it is populated largely by persons of European native descent, principally speaking the English language.

France was the largest buyer of our motor vehicles last year, to the value of \$12,357,948, mostly trucks. England's purchases, amounting to \$8,841,615, and also mostly trucks, were half as large as in 1915. Sales to all other European countries decreased from \$22,490,726 in 1915 to \$19,187,187 last year. European Russia was the third most liberal customer in Europe, taking \$8,516,957, representing government purchases almost exclusively.

Canada was a good motor taking cars to the value of \$65,260, very nearly double her 1915 share and almost equal to the rest of the western hemisphere combined (\$5,567,167).

The Antipodes was a big market, also. Australia bought cars to the value of \$5,727,223; the Irish East Indies \$3,559,372, and off Asia and Oceania \$10,847,985. The other side of the globe is a far market than the new world except of the United States, and ranks second only to Europe. This is due only to the fact that it is populated largely by persons of European native descent, principally speaking the English language.

France was the largest buyer of our motor vehicles last year, to the value of \$12,357,948, mostly trucks. England's purchases, amounting to \$8,841,615, and also mostly trucks, were half as large as in 1915. Sales to all other European countries decreased from \$22,490,726 in 1915 to \$19,187,187 last year. European Russia was the third most liberal customer in Europe, taking \$8,516,957, representing government purchases almost exclusively.

Canada was a good motor taking cars to the value of \$65,260, very nearly double her 1915 share and almost equal to the rest of the western hemisphere combined (\$5,567,167).

The Antipodes was a big market, also. Australia bought cars to the value of \$5,727,223; the Irish East Indies \$3,559,372, and off Asia and Oceania \$10,847,985. The other side of the globe is a far market than the new world except of the United States, and ranks second only to Europe. This is due only to the fact that it is populated largely by persons of European native descent, principally speaking the English language.

France was the largest buyer of our motor vehicles last year, to the value of \$12,357,948, mostly trucks. England's purchases, amounting to \$8,841,615, and also mostly trucks, were half as large as in 1915. Sales to all other European countries decreased from \$22,490,726 in 1915 to \$19,187,187 last year. European Russia was the third most liberal customer in Europe, taking \$8,516,957, representing government purchases almost exclusively.

Canada was a good motor taking cars to the value of \$65,260, very nearly double her 1915 share and almost equal to the rest of the western hemisphere combined (\$5,567,167).

The Antipodes was a big market, also. Australia bought cars to the value of \$5,727,223; the Irish East Indies \$3,559,372, and off Asia and Oceania \$10,847,985. The other side of the globe is a far market than the new world except of the United States, and ranks second only to Europe. This is due only to the fact that it is populated largely by persons of European native descent, principally speaking the English language.

France was the largest buyer of our motor vehicles last year, to the value of \$12,357,948, mostly trucks. England's purchases, amounting to \$8,841,615, and also mostly trucks, were half as large as in 1915. Sales to all other European countries decreased from \$22,490,726 in 1915 to \$19,187,187 last year. European Russia was the third most liberal customer in Europe, taking \$8,516,957, representing government purchases almost exclusively.

Canada was a good motor taking cars to the value of \$65,260, very nearly double her 1915 share and almost equal to the rest of the western hemisphere combined (\$5,567,167).

The Antipodes was a big market, also. Australia bought cars to the value of \$5,727,223; the Irish East Indies \$3,559,372, and off Asia and Oceania \$10,847,985. The other side of the globe is a far market than the new world except of the United States, and ranks second only to Europe. This is due only to the fact that it is populated largely by persons of European native descent, principally speaking the English language.

France was the largest buyer of our motor vehicles last year, to the value of \$12,357,948, mostly trucks. England's purchases, amounting to \$8,841,615, and also mostly trucks, were half as large as in 1915. Sales to all other European countries decreased from \$22,490,726 in 1915 to \$19,187,187 last year. European Russia was the third most liberal customer in Europe, taking \$8,516,957, representing government purchases almost exclusively.

Canada was a good motor taking cars to the value of \$65,260, very nearly double her 1915 share and almost equal to the rest of the western hemisphere combined (\$5,567,167).

ITALIAN RACERS FOR SPEEDWAYS

Fiat Company Will Send
Two Fast Cars to Open
at Indianapolis.

Indianapolis, Ind., March 31.—A cablegram from Turin, Italy, to the Indianapolis Motor Speedway, assured T. E. Myers, general manager, that two brand new 1917 Fiats will be on hand when the starting bomb of the May 30, 500 mile race sounds. Just when the cars were shipped or will be shipped was not disclosed by the cablegram.

But race goers are going to see those cars and Paganini and Scialoja, their drivers, give the others in the big international race a contest.

The cars, which are modified 1914 French prize racers, have been in the process of design and construction for two years for the great Turin factory, the largest motor factory in all Europe, now employing 17,000 men, believes in racing and in racing in America.

Paganini, one of the drivers, had his first chance in big racing at the last French Grand Prix, and finished 11th. Scialoja, the other driver, is an Englishman who will make his debut at international racing at the coming race. Both of these drivers are free of military obligation at present and Brainerd, in his last letter, wrote that a sailing schedule and route for the hand and cars had already been worked out.

Though the Fiat factory at Turin is chiefly Italian, it is, in a way, also an American company now, for early in the year the Turin organization bought and took over the American Fiat, buying all the holdings. This came about partly through the valiant work the American factory did for the Turin plant early in the war when the Peugeot-Keppeler plant virtually saved the existence of the Italian works by supplying parts, materials and other necessities when war brought a shortage in all such things.

With these two Fiats and the two English Sunbeams which are to come over to be driven by Christians and Rickenbacker, speed fans are already assured of a fine field. Besides these Paganini's noted Mercedes, thoroughly renovated and his Peugeot that used to belong to Lutz Brown, and the two Peugeot and three Premiers that are being prepared in the Speedway race shop, are sure to be on the start, together with several purely American cars and drivers who have accepted their intention of contending.

JORDAN DEALERS GET SPORT MODEL

R. E. Lewis, sales manager of the Babbitt-Polson company, is proudly displaying a new four-passenger Jordan, which is known as the sport model. The car now on the sales floor is "in the lead." In other words, only the lead finish has been put on the body and the final coats of paint will be applied to suit the taste of the buyer. Mr. Lewis now has one car in the paintshop and will have it out in about a week with a finish of French gray with black fenders and running gear. He promises that this will be one of the most attractive cars in El Paso.

While the new model is known as a sport car, it is really as large and comfortable as the average five-passenger car. It has four doors and the usual deep Jordan upholstery.

BRINGS NEW CAR
ON A LONG TRIP
C. C. Belk, of Houston, owned a Mitchell for a year so he knew something about the car when he bought a new one about ten days ago in Houston and set off for El Paso, a trip of 851 miles, without even testing the machine.

Mr. Belk reached El Paso safely and reports a very pleasant trip with no trouble of any nature, despite the fact that he had to contend with considerable sand and mud.

Music—Singing—Iceing
Campbell's Cafe, merchandising the...
—Adv.

El Paso Seed Co. is located at the corner of Campbell and Antonio Sts. One block east of Call and Removal Notice Court House. Phone 263V.

Music—Singing—Iceing
Campbell's Cafe, merchandising the...
—Adv.

El Paso Seed Co. is located at the corner of Campbell and Antonio Sts. One block east of Call and Removal Notice Court House. Phone 263V.

Music—Singing—Iceing
Campbell's Cafe, merchandising the...
—Adv.

El Paso Seed Co. is located at the corner of Campbell and Antonio Sts. One block east of Call and Removal Notice Court House. Phone 263V.

Music—Singing—Iceing
Campbell's Cafe, merchandising the...
—Adv.

El Paso Seed Co. is located at the corner of Campbell and Antonio Sts. One block east of Call and Removal Notice Court House. Phone 263V.

Music—Singing—Iceing
Campbell's Cafe, merchandising the...
—Adv.

El Paso Seed Co. is located at the corner of Campbell and Antonio Sts. One block east of Call and Removal Notice Court House. Phone 263V.

Music—Singing—Iceing
Campbell's Cafe, merchandising the...
—Adv.

El Paso Seed Co. is located at the corner of Campbell and Antonio Sts. One block east of Call and Removal Notice Court House. Phone 263V.

Music—Singing—Iceing
Campbell's Cafe, merchandising the...
—Adv.

El Paso Seed Co. is located at the corner of Campbell and Antonio Sts. One block east of Call and Removal Notice Court House. Phone 263V.

Music—Singing—Iceing
Campbell's Cafe, merchandising the...
—Adv.

El Paso Seed Co. is located at the corner of Campbell and Antonio Sts. One block east of Call and Removal Notice Court House. Phone 263V.

Music—Singing—Iceing
Campbell's Cafe, merchandising the...
—Adv.

El Paso Seed Co. is located at the corner of Campbell and Antonio Sts. One block east of Call and Removal Notice Court House. Phone 263V.

Travis Bailey Is Cured Of "Illness"; Brings Bride Home

Travis Bailey, city sales manager of the Valle, left for his home in Rockport, Tex., two weeks ago on the plea that he was ill and would require a rest.

That was all his friends and acquaintances knew about it until they received cards announcing the wedding of Mr. Bailey and Miss Mary Clark at Rockport on Monday, last. The bride couple are due in El Paso this afternoon and M. L. Naquin and his assistants were busy arranging a suitable reception at last reports from the Valle headquarters.

FOUR-FOLD BENEFIT

From Two Grand Medicines in Spring.

You know that physicians often give two prescriptions, perhaps more, or medicines to be taken together, or alternately or at different times.

One reason for this is the medicines are "incompatible"—do not agree when closely mixed in taking—or that desired results cannot be secured by one medicine alone.

The most successful combination spring medicine treatment that we know of—because perfectly "compatible" and productive of the best results—is in Hood's Sarsaparilla and Peptonin Pills. The former thoroughly searches out and expels impurities from the blood, while Peptonin Pills give the powerful tonic—they literally "put iron into your blood."

Hood's Sarsaparilla should be taken before meals and Peptonin Pills after meals—patients taking them so report the benefit is four-fold—prompt, positive, permanent. Both these medicines are economical and pleasant to take.—Adv.

Not an Experience but
a Proven Success

One-Ton Worm-Drive Truck Attachment for Ford cars.

It solves the problem of economical, speedy and reliable.

The initial cost is low. The upkeep is lower than for any other one-ton truck.

Price for attachment \$395.

Marker & Yonge

Phone 2278 620 Texas St.

In keeping with our policy to
carry Everything for Every
Car, we have just added a
complete line of parts for

Atwater-Kent Ignition Systems

Many popular cars are equipped with this system and owners will be glad to know that they may obtain all parts for replacements from us without any details.

MAXWELL OWNERS are asked to keep us in mind. The new Maxwells are equipped with Atwater-Kent Ignition systems.

Tri-State Motor Co., Inc.

"EVERYTHING FOR EVERY CAR"

Phone 4200. West San Antonio at Leon.

The Jordan Sport Model

A Four Passenger Car
That Has Room For Four People

If you are one of those who are looking for a car that is individual, and that stands out among its neighbors, look at the model as shown above.

We have received several cars in the lead, which will enable us to finish to the buyer's